# Polycom Wireless Telephones

**Increase productivity while reducing operating costs by recycling your SpectraLink Wireless Telephones today!**

## Program Summary

Polycom's Wireless Trade-in Program rewards end users when they adopt the newest generation SpectraLink Wireless Systems. Purchase new Polycom SpectraLink 6000 or 8000 Wireless Telephones or infrastructure from a Polycom reseller and receive a manufacturer rebate of up to $600 per device!

## Why Upgrade?

Check out the Top 10 Reasons customers are choosing to upgrade to the newest generation of SpectraLink Wireless Telephones:

| "Top 10" Upgrade Reasons | | Supporting Feature |
|---|---|---|
| 10. | Easier to carry | Smaller form factor and 35% lighter weight |
| 9. | Extend productivity | 2x improvement in battery life and talk-time |
| 8. | Increased durability | Certified for liquid, dust and shock resistance |
| 7. | Improved collaboration features | Office quality speakerphone |
| 6. | Easier to convey information | 50% larger display with higher resolution |
| 5. | Easier to use | One-button speed dialing, side volume adjustment keys, backlighting, larger display and programmable softkeys |
| 4. | Environmentally friendly | Recycle discontinued handsets and replace with RoHS compliant handsets |
| 3. | Renewed warranty | Includes one-year wear and tear handset warranty coverage |
| 2. | Investment protection | Easily integrate into existing wireless infrastructure |
| **1.** | **Cost savings!** | Limited-time financial upgrade incentives by combining this trade-in with discounted promotional bundles—it can total up to 40% off! |

## How to Participate

**STEP 1** Purchase new qualifying SpectraLink 6000 or 8000 products from a Polycom Reseller or Channel Partner between July 1, 2010 through December 31, 2010. (See table of qualifying products)

**STEP 2** Complete the Wireless Trade-in Claim Form and Letter of Return.

**STEP 3** Submit completed Wireless Trade-in Claim Form, Letter of Return, Proof-of-Purchase (reseller's customer invoice) and trade-in equipment within 90 days of purchase.

**STEP 4** Polycom will issue each rebate check directly to the End User customer within 6 weeks of receiving qualified and verified claims.*
*The rebate check will be issued to the End User customer unless item #5 under terms and conditions is properly completed.

For Complete Terms and Conditions, please see the Terms & Conditions section.

**Questions?** Any other questions regarding this rebate should be addressed to polycom@rebate-zone.com or 866-665-7402.

## Trade-in Program

### Going Green with Polycom

Polycom Trade-in Programs now offer a recycle option to help you keep our planet green. To minimize the environmental impact of our business, we have implemented a new Going Green with Polycom initiative. Our comprehensive approach touches the full product lifecycle—from research and development to clean manufacturing processes and from greener packaging to shipping models to proper product disposal. Join us in helping keep our planet green.

polycomgreen

As the market leader, Polycom enables people to communicate and collaborate easily and efficiently through the broadest array of video, voice, and data conferencing solutions. Polycom provides customers with standards-based conferencing solutions that are easy to deploy and manage, as well as easy-to-use. Supported by an open architecture, they integrate seamlessly with leading telephony and presence-based networks.

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Rebates are offered on the new unit(s) being purchased, not the product(s) being traded in. Trade-in rebates are offered on a one for one, and like for like, basis.

## Rebate Amounts

| Purchase these eligible products and trade in qualifying wireless equipment | Part Number | Polycom Equipment End User Rebate Amounts |
|---|---|---|
| Telephones and Telephone Bundles: | | |
| SpectraLink 6020 Wireless Telephones and Bundles | LTB1xx | $100 per handset |
| SpectraLink 8020 Wireless Telephones and Bundles | WTB1xx | $100 per handset |
| Avaya 3641 and 3645 and Bundles | 700430408<br>700430416 | $50 per handset |
| Nortel 6120 and 6140 and Bundles | N0129562 (NTTQ4020E6)<br>N0129563 (NTTQ4021E6) | $50 per handset |
| NEC MH150 and 160 | 0381300<br>0381301 | $50 per handset |
| SpectraLink 8030 Wireless Telephones and Bundles | WTE1xx | $100 per handset |
| Infrastructure: | | |
| SpectraLink 6100/Link 150 M3 MCU 8-port | SCx508 | $500 per MCU |
| SpectraLink 6100/Link 150 M3 MCU 16-port | SCx516 | $600 per MCU |
| SpectraLink 6100/Link 150 OAI Gateway | MOG500 | $150 per Gateway |



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## Approved Polycom/SpectraLink Trade-in Equipment

| Product | Part Number |
|---|---|
| Telephones: | |
| SpectraLink 6000(Link) and SpectraLink 8000(NetLink) Wireless Telephones | PTxxxx PTExxx, PTNxxx and PTXxxx |
| Infrastructure: | |
| PCS150/PCS200/Link150 MOD1 MCUs | MCxxxx |
| Link 150 MOD2 MCUs | SCx4xx |
| OAI gateway Link MOD1 MCU | MOG100 |
| OAI gateway Link MOD2 MCU | MOG400 |

## Approved Non-Polycom Trade-in Equipment

| Product | Part Number |
|---|---|
| Vocera Communications Badges | All models |
| Ascom Wireless Telephones | All models |
| Cisco Wireless Telephones | All models |
| Nortel Wireless Telephones | Companion – All Models<br>2210, 2211 and 2212 |
| Avaya DWBS 9601 and 9631 | 107-582-744<br>108-168-048<br>108-272-477 |
| Avaya PTB4xxA | 700245061, PTB410A, or PTB450A |
| Avaya 3410<br>Avaya 3420<br>Avaya 3616<br>Avaya 3620<br>Avaya 3626<br>Avaya 3606 | PTB810A<br>700413065 or PTB820A<br>700413040, PTE131A, or PTE130A<br>700413065, PTN131A, or PTN130A<br>700413024 or PTX131A, PTX130A<br>700245673 |
| Avaya TransTalk | All models |

If you have questions about eligibility, please contact polycom@rebate-zone.com



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## Terms and Conditions

1. The equipment being traded in must be **in use** and in **working condition** (or eligible for RMA) prior to return to be eligible for this rebate program. The serial numbers of all items traded in must be submitted for tracking and auditing purposes. In order to qualify for the Wireless Trade-In Program rebate, the old Polycom equipment must have been purchased more than 12 months prior to the purchase date of the new equipment. Polycom products purchased within the last 12 months do not qualify for the trade-in program. See Claim Form.

2. End Users must purchase a new qualified Polycom wireless voice product from a Polycom Channel Partner or Reseller and trade in an eligible wireless voice product to be eligible for this rebate program. One trade-in unit must be traded in for every qualifying new unit purchased. We do not have program cap. (See specific information regarding bundles.)

   The trade-ins are "like for like". That is, telephones must be traded in for telephones, and infrastructure products must be traded in for other infrastructure products.

3. Polycom must receive trade-in Claim Form with all required documentation **within 90 days** of purchase. Note: If the trade-in documentation and equipment are not received within 90 days from date of purchase, program participation will be declared incomplete, and the End User customer **will not** receive the rebate.

**All items indicated in the Claim Form must be returned to:**

**Send completed trade-in documentation to:**

Polycom Promotions
Polycom Wireless Trade-In Program
P.O. Box 100550
White Bear Lake, MN 55110-0550

4. Required documentation includes: completed **Claim Form, Letter of Return, and reseller/channel partner invoice**.

5. **Rebates checks will be issued and sent directly to the End User**. If a customer, such as an educational or state entity, is unable to accept rebate checks directly from Polycom, a check may be issued to the reseller. In this case, the reason must be documented on the Claim Form and authorized by the End-User customer. The reseller must provide **the rebate to the End User customer in advance**.

   To validate the up front rebate was given, the **reseller invoice must include a line item deduction off the total invoice amount** for the full rebate amount

6. The End User will be sent an email confirmation when their claim is received. Polycom is not responsible for lost or misdirected shipments, email, mail or faxes.

7. Polycom or Polycom's Rebate Administrator has the right to call the End User at any time for verification purposes.

8. This offer is only available to End User customers who purchase from a Polycom Channel Partner or Reseller.

9. This offer is void where prohibited or otherwise restricted by law. Rebates will be sent within 6 weeks of receiving all the necessary equipment and documentation: completed **Claim Form, Letter of Return and Proof-of-Purchase** (reseller's customer invoice).

10. Program valid July 1, 2010 through December 31, 2010 or until terminated by Polycom.

11. This offer **may not** be combined with any other promotional offer and Polycom reserves the right to modify or cancel this program at any time.

12. No exceptions to this program will be allowed. Polycom has the right to deny all claims that do not meet the criteria outlined in this document.

13. Any questions regarding this rebate should be addressed to polycom@rebate-zone.com or 866-665-7402.



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## Claim Form

End User Company Name* _____

End User Contact Name _____

End User Address _____

City _____ State _____ Zip _____

End User Phone _____

End User Email _____

**End User Signature** _____

I have read and agree to the terms and conditions of this rebate program.

Channel Partner Name _____

Sales Person _____ Channel Phone _____

Channel Address _____

City _____ State _____ Zip _____ Email _____

If the End User cannot receive a check direct from Polycom, fill out this information:

**Reason End User cannot receive a check directly from Polycom** (See Terms and Conditions for details. Reseller invoice must include a line item deduction off the total invoice amount for the full rebate amount.)

❑ Please issue rebate check to reseller listed above (reason):

_____

_____

I have read and agree to the terms and conditions of this rebate program.

**Signature** _____

(Must be signed by an authorized End User customer representative)

## Trade-In Products

Trade-In Equipment **(the following information is required)**

Manufacturer and model _____ Quantity _____

Manufacturer and model _____ Quantity _____

Product Serial Number _____ Product Serial Number _____

Serial numbers for trade-in product must be included (Use additional sheet if needed).

## New Polycom Product Purchased **(the following information is required)**

Product name and model _____ Quantity _____ Rebate Amount _____

Product name and model _____ Quantity _____ Rebate Amount _____

Total Rebate _____

*The rebate check will be issued to the End User customer unless the third box above is properly completed.

## Send completed trade-in documentation to:

Polycom Promotions, Polycom Wireless Trade-In Program, P.O. Box 100550, White Bear Lake, MN 55110-0550, Fax 651-762-9701

polycom@rebate-zone.com (**Email Subject line must contain:** Wireless Trade-in Program)



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## Letter of Authentication and Return

Polycom Trade-in Program Wireless Trade-in Products

I acknowledge and agree that the rebate offered for the Polycom products purchased and the equipment being traded in/ returned complies with the terms and conditions outlined in the Polycom Wireless Trade-in Program documentation.

On behalf of_____(company name), I do hereby certify by my signature below, that the equipment being traded in was purchased on _____(Date of Purchase), and was installed and in use in our normal business operations. I further certify that the equipment being traded in will be properly returned to the following address:

Send completed trade-in documentation and wireless phones to

Polycom Promotions
Wireless Trade-In Program
4461 White Bear Parkway
White Bear Lake, MN 55110

Signature _____Date_____

(Must be signed by an authorized End User customer representative)

Please Print

Name_____Title _____

Telephone Number_____

To be eligible for the trade-in rebate, this form must be signed and submitted along with copies of all the required documentation.

Attach photocopy of business card here

Official use only

Date Received _____ Approved / Denied _____



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